

SALESMANSHIP IS A FINE ART.

It throbs with earnestness, energy and enthusiasm.

It is infectious, hypnotic, well-nigh irresistible.

It is apt, therefore to interfere with calm, deliberate judgment.

It has its dangers, as well as its allurements.

A motor car should be selected in our saner moments.

It should be bought with an eye to the far future, rather than the rosy present.

We should dwell upon unwelcome possibilities, as well as immediate pleasant prospects.

We should look at the shining, beautiful thing before us, in the light of twenty, or fifty, or a hundred thousand miles of service.

We should listen to the voice of reputation rather than the engaging eloquence of the salesman.

We should retire within ourselves, and inquire:—

What do I know about this car; and especially, what do I know of the company that builds it?

And then:

Is there another car of which I know more—built by a company of higher and wider repute?

You should be able to recall such a car instantly—a car of which all men think well, and none speak ill.

The moment your mind has gripped that thought—that there is a car which stands out above all others—then salesmanship has no power to impress you.

You find yourself listening to yourself—and deaf to all else.

You see a car which has come down the years with a clean escutcheon—hand in hand with honor.

You say to yourself: In choosing this car I cannot make a mistake.



THE A. C. SWAN CO.

NORWICH NEW LONDON

ANNUAL ENCAMPMENT OF CIVIL WAR VETERANS

Over 200 Claimed by Death Since Last Encampment.

Members of the Grand Army of the Republic, representing the various posts about the state, gathered at Guilford on Wednesday for the annual two days' encampment of the department of Connecticut. Most of the season was given up to the preliminary work of the gathering and the presentation of reports. Wednesday evening came the big event—the campfire—and today the election of officers will take place. Interest in the election has been increased by the fact that a contest is likely for the office of department commander, the candidates being John L. Saxe of Waterbury and Henry J. Seeley of Bridgeport.

Department Commander Charles Griswold, in presenting his report, referred to the national encampment at Washington, saying that Connecticut should feel justly proud of the fact that nearly 300 of her veterans took

part in the parade there. He continued: "As time goes on, the veterans of the Civil war are held in greater esteem and their services for their country are more appreciated by the loyal people of the land. I cannot refrain from some allusion to the great conflict now raging in nearly every country in Europe."

"Far different from our civil war; larger armies and the modern engines of war much superior to those of our day; yet I doubt very much, if it requires as much bravery or courage to fight an enemy five miles away as it did for us to face and fight our opponents at close range with the muzzle-loading muskets and cannon. What this great conflict may bring us is yet problematical."

Referring to the soldiers' home he said: "Many complaints were received from the inmates of the home during the year, principally relating to the food and dormitories. These complaints were called to the attention of the soldiers' hospital board, which has taken the matter in hand, and has made satisfactory improvements. In my recent visit to the home I found everything satisfactory, and was unable to obtain a single complaint from any of the inmates."

Speaking of his visit to Cromwell home, he said he found the location ideal, the dwelling first class, the rooms airy and light, and twenty-seven inmates, twenty-four women

and three men, all of whom "seemed to be contented and satisfied."

The department commander praised the work of the Women's Relief corps, the Sons of Veterans and auxiliary organizations as being of great assistance to the veterans in carrying on their work.

Among the recommendations was one that the state encampment be held either in May or June hereafter, as the weather is likely to be more congenial than earlier in the year. He also urged that some action should be taken by the national organization whereby members of disbanded posts could be enrolled in some other post "and retain their standing as members of the order so that they might continue to wear the button."

The report of the assistant adjutant-general, Albert A. May, showed a membership at the close of the year of 2,181, with a loss by death since the last encampment of 238. The receipts of the year were \$384.75, which, with the balance on hand April 12, 1915, of \$2,806.73, gave a total of \$3,191.48. The expenditures were \$1,182.49.

Other reports presented included those of Horatio M. Brown of Ansonia, senior vice-commander; Francis Williams of Bristol, junior vice-commander; William F. Hilton of Hartford, department chaplain; and John L. Saxe of Waterbury, patriotic instructor. The latter reported that the pupils in the 1,900 schools in the department are paying increased attention to the study of the history of the country. He also says that Memorial day is coming nearer and more to the front each year in public observance.

Test For Male Stenographer Clerks. The State Civil Service commission will hold competitive tests for male stenographer clerks, Wednesday, May 3, 1916, at one o'clock at the state capitol, Hartford, Conn., to establish eligible lists in three grades, as follows:

A dictation at 140 words per minute. Salaries unrestricted. B 110 words per minute. Maximum entering salary \$75 per month. C 80 words per minute. Maximum entering salary \$52 per month.

There have been several appointments recently, and the present demand seems to be for men who will take positions at entrance salaries of from \$52 to \$65 per month, with promotion opportunities. Applicants must be at least 18

years of age and have a practical working knowledge of stenography and typewriting.

Candidates will be rated on the following subjects: Stenograph, transcribing notes dictated at 80, 110 and 140 words per minute; Speed 10; accuracy 20; 30; typewriting, plain copy, speed 5; accuracy 10; 15; spelling, writing 25 dictated words; 10; arithmetic, including common fractions and decimals; 5; letter writing, including correction of errors in copy; 5; penmanship, based on written paper; 5; experience and training (based on application and references) 25; total 100.

The passing mark on any subject is 70 per cent. Those who do not pass on Subject 1 in either grade will not be rated on other subjects. All candidates must take dictation at 80 words per minute; for B grade, at 110 and 140; for A grade, at 140, 110, and 80. Candidates will be placed in the highest grade in which they attain the passing mark, but will be eligible in lower grades if willing to accept positions paying the lower salaries.

FORMER CONGRESSMAN RELEASED FROM JAIL

William Willett, Jr., Was Convicted of Purchasing a Judiciary Nomination.

White Plains, N. Y., April 12.—William Willett, Jr., former representative in congress, was released from the White Plains jail today after serving a prison term of one year and three months for having purchased from Joseph Cassidy, once a Queens County political boss, a judiciary nomination. Cassidy was released some weeks ago.

Willett has been on the records of Great Meadows prison at Comstock, N. Y., as an inmate there, but for the greater part of the time since last December he has been confined in the jail here in connection with the prosecution of Thomas Mott Osborne, former warden of Sing Sing prison, under indictment of Sing Sing. A grand jury investigation of Sing Sing was held last week as a witness for the state in the trial of Osborne. He was charged with neglect of duty and immorality.

PRESIDENT'S DAUGHTER TELLS CONGRESS A FEW THINGS

Asking Right to Use Schools For Community Forums.

Washington, April 12.—Miss Margaret Wilson, daughter of the president, before a house committee today advocating a bill to permit the use of District of Columbia school houses for community forums. The measure has aroused opposition, particularly in the local school board.

"We are maintaining," Miss Wilson said, "that a meeting of citizens is as important as a meeting of their representatives and it should have the same machinery with which to work as congress."

Representative Ragdale of South Carolina asked Miss Wilson whether whites and negroes would be permitted to participate in the meetings. She said this problem would work itself out.

Objection to the plan on the ground that Sunday afternoon meetings are proposed brought this comment from Miss Wilson: "If do not think it is the business of congress, the board of education, or anybody else, to say whether we shall meet on Sunday afternoon. The only concern of congress is whether these buildings shall be used at all."

GRAMMAR SCHOOL IN NEW HAVEN AFIRE.

By Prompt Work Firemen Confined Blaze to the Basement.

New Haven, Conn., April 12.—Prompt work by the firemen saved the Truman street grammar school from destruction tonight. A fire had started among rubbish in the cellar, filling the building with smoke, and for a time it looked as if the building was doomed. The blaze was confined to the cellar and the loss probably will not exceed \$500.

Armed Only for Defense.

Washington, April 12.—France has assured the United States that guns aboard the liners Vulcan and Ione at New York will not be used for offensive purposes, and Collector Malone today was instructed to clear the ships.

GRANGE HAD EVENING WITH THE TREES.

Lecturer Presented Attractive Program at Wednesday Evening's Meeting.

The members of Norwich grange, No. 172, Patrons of Husbandry, passed an "evening with the trees" at their meeting in Pythian hall on Wednesday evening. The meeting was opened in regular form with Worthy Master Charles A. Hagberg in the chair. One application was received and balloted upon.

After the business had been concluded the lecturer's program was carried out. The topic of the evening was "An Evening With the Trees," and the lecturer had arranged a very appropriate program. First came transplanted trees and this number was followed by telegrams. Partners were selected by matching up twigs with leaves of different trees. A very interesting talk on Trees was given by the lecturer, and then followed questions and answers.

Very good responses to "discoveries" were made by the A, B and C's (those of the members whose last names begin with either A, B or C), and at the next meeting the D, E, F and G's will make responses. Packages of flower seeds were distributed to the members.

At the next meeting the topic will be Our City. Candidates will be obligated in the first and second degrees at the first meeting in May and at the last meeting will be initiated in the third and fourth degrees.

TRIAL OF AUTOISTS GOES OVER WEEK

Three Men Released Under \$200 Bonds — Hit Milk Wagon at Uncasville.

Gilman C. Gates and Ashley Hosmer of Saybrook were arrested Tuesday afternoon in Saybrook by Sheriff Sidney A. Brown and Deputy Sheriff Tubbs in connection with the automobile accident at 3.30 o'clock Tuesday morning when the machine occupied by these two young men and Frank L. Parker, who was arrested Tuesday morning by Deputy Sheriff Martin, collided with the milk wagon occupied by Sebastian and Sullivan Angenello, two Uncasville milkmen.

The arrests came on the complaint of the milkmen. Parker was arrested for assaulting Sebastian Angenello when the Italian attempted to secure the number of the automobile. The other two arrests were made about 4 o'clock Tuesday afternoon. The fourth occupant of the machine was not arrested as he had nothing to do with the beating of the Italian nor with the wreck.

At 4.30 o'clock Tuesday afternoon the three men were arraigned before Justice of the Peace Peter Taylor of Quaker Hill and the case was put off until next Wednesday, the men being released on bonds of \$200 each. Parker was arraigned for assault and battery. Hosmer for reckless driving and Gates for breach of the peace. The two Italians reiterated with emphasis that at the time of the accident the wagon had three lights, one on the outside of the vehicle and two on the inside. They stated that the Buick roadster was showing no lights. Sebastian Angenello was badly cut and his head was swathed with bandages attesting to the first report that he was seriously injured.

SITUATIONS SECURED FOR 201 IN NORWICH

State Labor Department Had Nearly 3,000 Applications in March.

The report of William S. Hyde, state labor commissioner, for March issued Wednesday, indicated the large volume of business done by the various agencies throughout the state in some months. The summary of applications for employment is as follows: Hartford, males 700, females 142; New Haven, males 322, females 173; Bridgeport, males 231, females 218; Waterbury, males 131, females 109; Norwich, males, 222, females 734; total 2,750.

Applications for help were: Hartford, males 424, females 213; New Haven, males 319, females 191; Bridgeport, males 239, females 232; Waterbury, males 192, females 202; Norwich, males 174, females 59; total, 2,028.

Situations secured, were: Hartford, males 250, females 77; New Haven, males 285, females 118; Bridgeport, males 227, females 255; Waterbury, males 44, females 66; Norwich, males 164, females 37; total, 1,023. Of the male applicants for employment 54.7 per cent. were supplied with situations against 54.8 per cent. during the month of February. Of the female applicants for employment 53.6 per cent. were supplied with situations against 57.7 per cent. during the month of February. Of all applicants for employment 53.9 per cent. were supplied with situations against 55.5 per cent. during the month of February. Of the total number applying 80 per cent. were furnished with help against 74.4 per cent. during the month of February.

MONTHLY MEETING OF ART STUDENTS' ASSOCIATION

Members Decide to Repeat Living Pictures from Spanish Paintings.

The monthly meeting of the Art Students' association was held in Slater hall Wednesday evening. Miss Nancy E. Lucas presiding. Reports were read and announcement was made that the program for the next meeting, May 8th, would consist of living picture reproductions of famous Spanish paintings. It was decided that for the benefit of the public a program would be repeated the next night, May 9th.

Miss Marshall gave a most interesting paper on the great modern artist, Sorolla, the charm of whose work lies so greatly in his gorgeous color. Miss Alice Coswell read Miss Cardwell's very instructive paper on Zuloaga. This artist's vivacity of style and strong sense of dramatic effect serve him well in his depicting of the current life of today. The evening closed with serving refreshments by the house committee.

CATARHIAL DEAFNESS CANNOT BE CURED

by local applications, as they cannot reach the diseased portion of the ear. There is only one cure, and that is by a constitutional remedy. Catarrh of the mucous membrane of the middle ear is the result of an inflamed condition of the mucous lining of the Eustachian tube. When this tube is inflamed you have a rumbling sound or imperfect hearing, and when the inflammation is severe it is the result. Unless the inflammation can be reduced and this tube restored to its normal condition, hearing will be destroyed forever. Many cases of deafness are caused by catarrh, which is an inflamed condition of the mucous surface. Hall's Catarrh Cure acts through the blood on the mucous surface of the system.

We will give One Hundred Dollars for any case of catarrh of the middle ear that cannot be cured by Hall's Catarrh Cure. Circulars free. All druggists sell. F. J. CHENEY & CO., Toledo, O.

Keep Your Skin Clear and Healthy

There is only one way to have a clear, healthy complexion, and that is to keep the bowels active and regular. Dr. King's New Life Pills will make your complexion healthy and clear, move the bowels gently, stimulate the liver, cleanse the system and purify the blood. A splendid spring medicine. 25c. at your Druggist.

The Porteous & Mitchell Co.

Gloves for Easter

COMPLETE STOCKS OF ALL KINDS

Notwithstanding the chaotic conditions that exist abroad in the glove producing districts of the old world, we enter the Easter season with practically complete lines of Dress Gloves for Women and Misses, for Boys and Girls.

We show practically every desirable shade in Dress Kid Gloves for Women and Misses—at \$1.00 a pair.

We particularly recommend the dependable Trefousse "DE LORINE" Kid Gloves at \$1.50

For years "Trefousse" French Kid Gloves represent the highest standard of glove manufacture. We show these dependable gloves in black, white and tan, black with white stitching and white with black stitching—at \$1.50 a pair.



TREFOUSSE "DE LORINE" KID GLOVES AT \$2.00

One of the most satisfactory Gloves made by the Trefousse establishment is the "DeLorine" Kid Gloves which represent the finest skins and most expert workmanship obtainable. We show them in black and white, tan and mode—at \$2.00 a pair.

WASHABLE KID GLOVES AT \$1.50

(Made in America) And they ARE washable. Every pair is guaranteed to wash perfectly. They are one-clasp, pique sewn, in the most fashionable Spring colorings—tan, oak and pearl—at \$1.50 a pair.

WOMEN'S LONG KID GLOVES

Women's Long Kid Gloves for dress occasions—genuine imported stock, at these prices:

12-button length, in white, tan and black—at \$2.75
16-button length, in white, tan and black—at \$3.00

WOMEN'S SILK GLOVES — All Styles

America leads the world in the making of Silk Gloves. We show such well known makes as Kayser's, Mohawk, Etc., all with double-tipped fingers, in both short and long gloves. They come in black, white, tan, grey, pongee and navy—also black with white embroidery and white with black embroidery—price range 50c. to \$1.50.

THE PORTEOUS & MITCHELL CO.

NORWICH MAN PRESENT AT PROGRESSIVE GATHERING.

Party Convention to Be Held in New Haven on May 8th.

Herbert R. Branche of this city and John C. Barstow of Williamantic were among those present at the meeting of the progressive state central committee in Hartford on Wednesday, when it was decided to hold the progressive state convention in New Haven on Monday, May 8th.

The state convention will elect seven delegates and seven alternates to the progressive national convention in Chicago on June 24th. The progressive committeemen assumed there was a strong possibility that Colonel Roosevelt would be nominated for president on both the republican and progressive tickets. The matter of a progressive state ticket was not discussed.

Pinboys Get the Fever.

The contractors of Norwich do not seem to be the only ones that are troubled by the strike situation. Wednesday morning three of the pinboys of the local bowling alleys walked out, leaving the manager to get along the best he could. During the afternoon the Academy students took the places of the pinboys.

Waterbury.—The Waterbury Women's club has this year enlisted the Camp Fire Girls and Boy Scouts in a crusade against the tent caterpillars.

WILL SOON APPLY FOR INCORPORATION PAPERS

Steps to be Taken Immediately Towards Location of New Woolen Plant Here.

Officials of the Winchester Woolen company who are to locate a plant in Thamesville are proceeding to secure incorporation papers as soon as possible and a few months more will see the new factory building and power house in process of construction. The location of the factory in this city will be a valuable addition to Norwich in the manufacturing line.

STOP PAIN MISERY

Remove pain misery as many thousands of others have done, by applying Minard's Liniment, an old, reliable prescription. No other remedy acts so quickly or effectively. It is pure and antiseptic, wonderfully soothing, and is the most effective remedy for rheumatic pains, soreness and stiffness of joints and muscles, lameness, sore hands, tired, aching feet, pains in chest, sore throat, and for sprains, bruises and bruises. You cannot afford to be without it, for its use is never disappointing, and it cannot possibly harm or burn the skin. Do not suffer—get a bottle of Minard's Liniment from any drug store.

You Don't Need a Coal Fire To Get Plenty of Hot Water

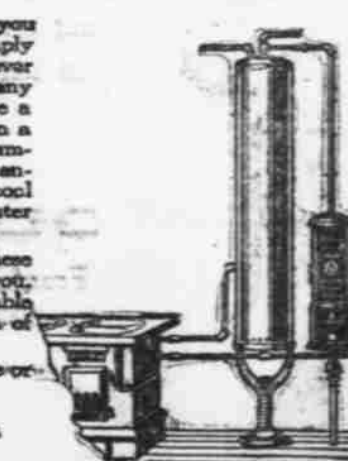
Stop making an oven of your kitchen—you'll be hot enough without it. Stop all the unnecessary labor of starting a coal fire and removing ashes. Stop heating water in pots and kettles on your gas range—you are wasting gas. Stop all this old-fashioned drudgery in your kitchen. A

"Vulcan" Gas Water Heater

will give you all the hot water you need so easily, quickly and cheaply that you will wonder how you ever got along without it. Ready any time—day or night. Just strike a match—turn on the gas and in a few minutes you have steaming hot water in unlimited quantities. And your kitchen is cool because the heat goes into the water and not into your room.

The small amount of gas these heaters burn will surprise you. The low prices and reasonable terms place them within reach of all.

For further information, write or phone THE CITY OF NORWICH GAS AND ELECTRICAL DEPT.



GRIP, SORE THROAT

RADWAY'S READY RELIEF

USED AS A LINIMENT

"STOPS PAIN" INSTANTLY.

Rad's On It Does Not Blister

Nothing known relieves the pain in the back, lumbago or sciatica so effectively or quickly as

Radway's Ready Relief

25c 50c

All Druggists



Three feet in daytime. Aching feet at night. Corns on the left foot. Bunions on the right. Rub your feet with Cal-o-cide. Then put on your shoes. And away along the Avenue like other people do.

For Aching, Burning, and Sore Feet, Corns, Calluses, and Sore Bunions. It penetrates the pores and removes the cause. Results positively guaranteed. Get a box from any druggist 25c. Remember the name.